

PEOPLE & COMPANIES



Landwood Group has appointed **Helen Lee** as associate director. She joins from Eddisons and will specialise in property valuation, management and disposal (0161 710 2010).

Peter Blake has joined **Savills'** UK funding and development team, part of the residential capital markets division. He joined the firm in 2006 (020 7016 3707).

Richard Spivack has joined the retail and leisure team at **Stirling Ackroyd**. He previously worked at APS Commercial (020 7559 5118).

Morgan Williams has appointed **Tom Watson** as an investment surveyor (020 7493 4455).

Indigo Planning has promoted director **Doug Hann** to head of its Manchester office (0161 836 6910).



FG Burnett has appointed **Michael McDowall** as senior surveyor in Glasgow. He previously worked for PRDnationwide in Sydney as a senior property consultant (0141 285 7980).

Haus Properties has appointed **Catherine Hooper** as manager of its Chiswick office (020 8742 7577).

Tim Rodber has been appointed chief executive at **Instant**. He joins from Williams Lea (020 7993 0997).

SCP Transport Consultants has appointed **John Moxham** as principal engineer and **Chris Rushton** as transport planner in the Manchester office (0161 832 4400).

Edwin Thompson has appointed architect **Stas Kubasiewicz** in the construction department. He was previously with Glenn Howells Architects (01768 772 988).

James Murray has been appointed a surveyor in the **Jones Lang LaSalle** central London retail team (020 7399 5724).

Addresses

Eddisons has moved to new offices at 35 New Bridge Street, London EC4V 6BW (020 7246 0100).

EG'S MOST ACTIVE AGENTS

Most Active Agent competition winners:

Buckinghamshire

- 1 **DUNCAN BAILEY KENNEDY** (01494 450 951)
- 2 **LOUCH SHACKLOCK & PARTNERS** (01908 224 760)
- 3 **BIDWELLS PROPERTY CONSULTANTS** (01908 202 190)
Dealmaker: **MITCHELL BROOKS**, Duncan Bailey Kennedy

Oxfordshire

- 1 **VSL & PARTNERS** (01865 848 488)
- 2 **CARTER JONAS** (01865 511 444)
- 3 **LAMBERT SMITH HAMPTON** (01865 200 244)
Dealmaker: **RICHARD VENABLES**, VSL & Partners

Berkshire

- 1 **LAMBERT SMITH HAMPTON** (0118 959 8855)
- 2 **JONES LANG LASALLE** (020 8759 4141)
- 3 **PARKINSON HOLT** (0118 939 3333)
Dealmaker: **NICK HARDY**, Page Hardy

For details and to ensure your company is recognised in future competitions, contact anna.reed@estatesgazette.com

E-mail personnel and company changes to egmoves@egi.co.uk All contact details supplied (telephone, e-mail address, web addresses) may be published

how to...

RAISE FINANCE USING ENERGY SAVINGS

ANDREW COOPER



Many property professionals don't realise that it's possible to convert energy savings into a means of raising finance. But if an investment in property leads to energy savings there are mechanisms available to ensure these savings can be used to generate new sources of finance with both on and off-balance-sheet solutions available.

Options include:

- Grant or subsidy funding: the government will pay for each kW of power generated for some technologies. This helps reduce the payback period, and improve the financial return.
- Financing based on actual or guaranteed energy savings: this is an integrated programme of measures to deliver guaranteed savings. The model is often a tri-party "partnership" between a financier, an energy services company, and the beneficiary.
- Financing based on predicted energy savings: the loan is based on the premise that the repayments will be less than the value of the energy saved.
- Financing backed by specific assets used to achieve energy savings: a loan is made to a company or individual to buy an asset such as a boiler. If the savings are greater than the repayments then a sound business case can be made.

Andrew Cooper is an independent commercial property and energy consultant. www.andrew-cooper.com



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